RS 60 Month Shipments - Months
Database as of JUL 1994

3mm

	TOT ALPINE DCAT MSA VOL SHIP Shr Dev Indx	TOT ALPINE DCAT MSA VOL SHIP Shr	TOT ALPINE DCAT MSA VOL SHIP %Cont	basic menthol MSA VOL SHIP Shr Dev Indx	basic menthol MSA VOL SHIP Shr	basic menthol MSA VOL SHIP %Cont	doral menthol MSA VOL SHIP Shr Dev Indx
1A0 BANGOR	51	0.18	0.29	58	0.56	0.33	23
1B0 BOSTON	43	0.15	0.98	74	0.71	1.66	16
1C0 HARTFORD	52	0.18	0.60	58	0.56	0.68	39
1D0 RHODE ISLAND	59	0.21	0.31	82	0.79	0.43	23
1E0 ALBANY	56	0.20	0.51	74	0.71	0.67	50
1F0 SYRACUSE	83	0.29	1.23	69	0.66	1.02	76
1G0 BUFFALO	149	0.52	2.17	116	1.12	1.69	91
1H0 NEW YORK	29	0.10	1.52	36	0.34	1.87	21
1I0 PHILADELPHIA	137	0.48	3.22	52	0.50	1.22	46
1J0 HARRISBURG	198	0.69	4.96	83	0.80	2.09	78
2A0 BALTIMORE	201	0.70	2.21	48	0.46	0.53	68
2B0 WASHINGTON	191	0.67	3.47	68	0.66	1.24	76
2C0 RICHMOND	189	0.66	2.91	94	0.91	1.45	159
2D0 RALEIGH/DURHAM	182	0.64	3.09	322	3.10	5.47	156
2E0 CHARLOTTE	151	0.53	2.56	169	1.63	2.87	146
2F0 COLUMBIA	126	0.44	1.13	249	2.40	2.22	189
2G0 GREENVILLE	84	0.30	0.66	133	1.28	1.05	126
2H0 KNOXVILLE	97	0.34	1.67	111	1.07	1.92	111
2I0 NASHVILLE	68	0.24	0.46	96	0.93	0.65	147
2J0 ATLANTA	132	0.46	3.72	201	1.94	5.66	137
2K0 BIRMINGHAM	178	0.63	2.05	277	2.67	3.19	125
2L0 SAVANNAH	191	0.67	0.99	209	2.01	1.08	272
2M0 JACKSONVILLE	144	0.51	0.78	78	0.75	0.42	258
2N0 PENSACOLA	145	0.51	1.48	162	1.56	1.64	202
2O0 ORLANDO	63	0.22	1.79	52	0.50	1.47	181
2P0 TAMPA	84	0.30	1.00	62	0.60	0.74	174
2Q0 MIAMI	44	0.15	0.43	40	0.38	0.40	115
3A0 ST. LOUIS	189	0.66	1.79	81	0.78	0.76	109
3B0 SPRINGFIELD	97	0.34	0.68	75	0.73	0.53	106
3C0 PADUCAH	104	0.37	0.69	97	0.93	0.64	176
3D0 MEMPHIS	102	0.36	1.24	71	0.69	0.87	220
3E0 JACKSON	96	0.34	1.17	75	0.72	0.91	231
3F0 LITTLE ROCK	138	0.48	1.24	129	1.24	1.16	150
3G0 NEW ORLEANS	153	0.54	1.89	41	0.39	0.50	236

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3mm

	TOT ALPINE DCAT MSA VOL SHIP Shr Dev Indx	TOT ALPINE DCAT MSA VOL SHIP Shr	TOT ALPINE DCAT MSA VOL SHIP %Cont	basic menthol MSA VOL SHIP Shr Dev Indx	basic menthol MSA VOL SHIP Shr	basic menthol MSA VOL SHIP %Cont	doral menthol MSA VOL SHIP Shr Dev Indx
3H0 LAKE CHARLES	100	0.35	0.40	59	0.57	0.24	268
3I0 DES MOINES	78	0.28	0.80	39	0.38	0.40	94
3J0 OMAHA	96	0.34	0.60	52	0.50	0.33	106
3K0 KANSAS CITY	77	0.27	1.00	76	0.73	0.99	78
3L0 TULSA	46	0.16	0.58	74	0.72	0.92	83
3M0 OKLAHOMA CITY	42	0.15	0.51	63	0.61	0.77	109
3N0 DALLAS/FT. WORTH	68	0.24	1.03	104	1.00	1.57	126
3O0 MIDLAND	54	0.19	0.33	100	0.97	0.60	84
3P0 ALBUQUERQUE	61	0.21	0.21	50	0.48	0.17	125
3Q0 HOUSTON	33	0.12	0.38	46	0.44	0.52	187
3R0 WACO/TEMPLE	55	0.19	1.35	85	0.82	2.10	144
3S0 SAN ANTONIO	87	0.31	0.33	66	0.64	0.25	261
4A0 PITTSBURGH	327	1.15	4.73	117	1.13	1.69	92
4B0 CLEVELAND	256	0.90	2.84	170	1.64	1.88	111
4C0 COLUMBUS	92	0.32	0.82	169	1.63	1.49	120
4D0 CINCINNATI	94	0.33	2.47	158	1.53	4.16	116
4E0 SAGINAW	102	0.36	0.29	396	3.81	1.14	92
4F0 DETROIT	141	0.50	1.82	309	2.98	3.97	91
4G0 GRAND RAPIDS	66	0.23	0.78	403	3.88	4.75	53
4H0 TOLEDO	170	0.60	2.04	194	1.86	2.32	119
4I0 INDIANAPOLIS	69	0.24	0.65	110	1.06	1.04	101
4J0 LOUISVILLE	76	0.27	0.90	98	0.95	1.16	179
4K0 LEXINGTON	65	0.23	0.85	121	1.17	1.60	138
4L0 CHICAGO	115	0.40	3.14	55	0.53	1.51	45
4M0 PEORIA	131	0.46	2.84	78	0.75	1.70	94
4N0 GREEN BAY	310	1.09	1.94	103	0.99	0.64	109
4O0 MINNEAPOLIS	99	0.35	1.78	59	0.57	1.07	73
4P0 SIOUX FALLS	47	0.17	0.24	95	0.91	0.47	111
4Q0 MILWAUKEE	298	1.05	3.62	79	0.76	0.96	132
5A0 ALASKA	9	0.03	0.02	56	0.54	0.11	29
5B0 SPOKANE	47	0.17	0.46	100	0.96	0.98	66
5C0 SEATTLE	21	0.07	0.36	96	0.93	1.69	34
5D0 PORTLAND	42	0.15	0.46	80	0.77	0.87	35
5E0 DENVER	44	0.16	0.91	40	0.39	0.82	75
5F0 SALTLAKE	49	0.17	0.44	78	0.75	0.70	80

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3mm

	TOT ALPINE DCAT MSA VOL SHIP Shr Dev Indx	TOT ALPINE DCAT MSA VOL SHIP Shr	TOT ALPINE DCAT MSA VOL SHIP %Cont	basic menthol MSA VOL SHIP Shr Dev Indx	basic menthol MSA VOL SHIP Shr	basic menthol MSA VOL SHIP %Cont	doral menthol MSA VOL SHIP Shr Dev Indx
5G0 PHOENIX	38	0.13	0.59	49	0.47	0.77	63
5H0 SACRAMENTO	36	0.13	0.58	82	0.79	1.30	20
5I0 SAN FRANCISCO	23	0.08	0.29	79	0.76	1.00	19
5J0 FRESNO	29	0.10	0.19	111	1.07	0.74	23
5K0 HAWAII	226	0.79	0.85	61	0.59	0.23	98
5L0 LOS ANGELES	15	0.05	0.48	27	0.26	0.89	23
5M0 SAN DIEGO	18	0.06	0.21	39	0.37	0.44	56
TOT UNITED STATES	100	0.35	100.00	100	0.96	100.00	100

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3mm

	doral menthol MSA VOL SHIP Shr	doral menthol MSA VOL SHIP %Cont	cambnridg menthol MSA VOL SHIP Shr Dev Indx	cambnridg menthol MSA VOL SHIP Shr	cambnridg menthol MSA VOL SHIP %Cont	monarch menthol MSA VOL SHIP Shr Dev Indx
1A0 BANGOR	0.29	0.13	46	0.13	0.26	231
1B0 BOSTON	0.20	0.35	19	0.06	0.43	219
1C0 HARTFORD	0.49	0.46	18	0.05	0.21	204
1D0 RHODE ISLAND	0.29	0.12	24	0.07	0.12	266
1E0 ALBANY	0.62	0.45	22	0.06	0.20	113
1F0 SYRACUSE	0.96	1.12	47	0.14	0.69	209
1G0 BUFFALO	1.15	1.33	75	0.22	1.10	420
1H0 NEW YORK	0.26	1.08	20	0.06	1.05	94
1I0 PHILADELPHIA	0.58	1.08	38	0.11	0.90	87
1J0 HARRISBURG	0.98	1.95	99	0.29	2.49	60
2A0 BALTIMORE	0.86	0.76	64	0.19	0.70	95
2B0 WASHINGTON	0.95	1.37	58	0.17	1.04	96
2C0 RICHMOND	2.00	2.44	108	0.31	1.66	113
2D0 RALEIGH/DURHAM	1.96	2.66	125	0.37	2.14	91
2E0 CHARLOTTE	1.83	2.48	114	0.33	1.93	115
2F0 COLUMBIA	2.37	1.68	109	0.32	0.97	62
2G0 GREENVILLE	1.59	0.99	104	0.30	0.82	51
2H0 KNOXVILLE	1.39	1.91	107	0.31	1.85	56
2I0 NASHVILLE	1.84	0.99	89	0.26	0.60	33
2J0 ATLANTA	1.72	3.84	64	0.19	1.79	85
2K0 BIRMINGHAM	1.57	1.44	79	0.23	0.91	17
2L0 SAVANNAH	3.41	1.41	109	0.32	0.56	104
2M0 JACKSONVILLE	3.24	1.39	119	0.35	0.64	58
2N0 PENSACOLA	2.54	2.05	83	0.24	0.84	48
2O0 ORLANDO	2.28	5.16	85	0.25	2.43	60
2P0 TAMPA	2.18	2.06	143	0.42	1.70	63
2Q0 MIAMI	1.44	1.14	40	0.12	0.40	35
3A0 ST. LOUIS	1.37	1.03	198	0.58	1.88	184
3B0 SPRINGFIELD	1.33	0.74	189	0.55	1.33	79
3C0 PADUCAH	2.21	1.16	218	0.63	1.43	56
3D0 MEMPHIS	2.77	2.67	116	0.34	1.41	24
3E0 JACKSON	2.90	2.82	100	0.29	1.22	67
3F0 LITTLE ROCK	1.89	1.35	174	0.51	1.57	99
3G0 NEW ORLEANS	2.96	2.91	95	0.28	1.17	97

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3mm

	doral menthol MSA VOL SHIP Shr	doral menthol MSA VOL SHIP %Cont	cambnridg menthol MSA VOL SHIP Shr Dev Indx	cambnridg menthol MSA VOL SHIP Shr	cambnridg menthol MSA VOL SHIP %Cont	monarch menthol MSA VOL SHIP Shr Dev Indx
3H0 LAKE CHARLES	3.37	1.06	74	0.22	0.29	276
3I0 DES MOINES	1.18	0.96	266	0.78	2.71	26
3J0 OMAHA	1.33	0.66	319	0.93	2.01	108
3K0 KANSAS CITY	0.98	1.02	181	0.53	2.36	57
3L0 TULSA	1.04	1.03	200	0.58	2.48	103
3M0 OKLAHOMA CITY	1.37	1.32	176	0.51	2.13	63
3N0 DALLAS/FT. WORTH	1.58	1.90	109	0.32	1.64	135
3O0 MIDLAND	1.06	0.51	118	0.34	0.71	80
3P0 ALBUQUERQUE	1.57	0.43	110	0.32	0.38	30
3Q0 HOUSTON	2.35	2.15	58	0.17	0.67	191
3R0 WACO/TEMPLE	1.80	3.53	118	0.34	2.90	119
3S0 SAN ANTONIO	3.28	0.97	172	0.50	0.64	55
4A0 PITTSBURGH	1.16	1.34	159	0.46	2.30	110
4B0 CLEVELAND	1.39	1.23	115	0.34	1.28	257
4C0 COLUMBUS	1.51	1.06	79	0.23	0.69	78
4D0 CINCINNATI	1.46	3.06	126	0.37	3.32	84
4E0 SAGINAW	1.16	0.26	78	0.23	0.22	328
4F0 DETROIT	1.14	1.16	39	0.11	0.49	768
4G0 GRAND RAPIDS	0.66	0.62	45	0.13	0.53	314
4H0 TOLEDO	1.49	1.42	169	0.49	2.03	133
4I0 INDIANAPOLIS	1.27	0.96	153	0.45	1.45	109
4J0 LOUISVILLE	2.25	2.12	205	0.60	2.42	56
4K0 LEXINGTON	1.74	1.81	129	0.38	1.69	56
4L0 CHICAGO	0.57	1.24	67	0.20	1.84	24
4M0 PEORIA	1.19	2.05	224	0.65	4.86	59
4N0 GREEN BAY	1.36	0.68	233	0.68	1.46	85
4O0 MINNEAPOLIS	0.92	1.32	200	0.58	3.59	32
4P0 SIOUX FALLS	1.40	0.55	148	0.43	0.73	101
4Q0 MILWAUKEE	1.66	1.61	159	0.46	1.93	43
5A0 ALASKA	0.37	0.06	8	0.02	0.02	19
5B0 SPOKANE	0.83	0.65	87	0.25	0.86	47
5C0 SEATTLE	0.42	0.59	36	0.10	0.63	42
5D0 PORTLAND	0.44	0.38	61	0.18	0.66	47
5E0 DENVER	0.94	1.53	208	0.60	4.25	41
5F0 SALTLAKE	1.01	0.72	150	0.44	1.36	38

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3mm

	doral menthol MSA VOL SHIP Shr	doral menthol MSA VOL SHIP %Cont	cambnridg menthol MSA VOL SHIP Shr Dev Indx	cambnridg menthol MSA VOL SHIP Shr	cambnridg menthol MSA VOL SHIP %Cont	monarch menthol MSA VOL SHIP Shr Dev Indx
5G0 PHOENIX	0.79	1.00	124	0.36	1.96	26
5H0 SACRAMENTO	0.25	0.32	36	0.10	0.57	29
5I0 SAN FRANCISCO	0.23	0.24	15	0.04	0.19	23
5J0 FRESNO	0.28	0.15	33	0.10	0.22	16
5K0 HAWAII	1.24	0.37	27	0.08	0.10	49
5L0 LOS ANGELES	0.29	0.76	14	0.04	0.45	24
5M0 SAN DIEGO	0.70	0.63	36	0.10	0.40	46
TOT UNITED STATES	1.26	100.00	100	0.29	100.00	100

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	monarch menthol MSA VOL SHIP Shr	monarch menthol MSA VOL SHIP %Cont	gpc menthol MSA VOL SHIP Shr Dev Indx	gpc menthol MSA VOL SHIP Shr	gpc menthol MSA VOL SHIP %Cont	montclair menthol MSA VOL SHIP Shr Dev Indx	montclair menthol MSA VOL SHIP Shr
1A0 BANGOR	1.15	1.32	112	1.28	0.64	102	0.29
1B0 BOSTON	1.09	4.94	77	0.88	1.74	121	0.35
1C0 HARTFORD	1.02	2.40	35	0.40	0.41	58	0.17
1D0 RHODE ISLAND	1.32	1.40	60	0.68	0.31	158	0.46
1E0 ALBANY	0.56	1.02	86	0.98	0.78	225	0.65
1F0 SYRACUSE	1.04	3.08	65	0.75	0.97	90	0.26
1G0 BUFFALO	2.09	6.13	66	0.75	0.96	122	0.35
1H0 NEW YORK	0.47	4.93	23	0.27	1.22	58	0.17
1I0 PHILADELPHIA	0.43	2.02	57	0.66	1.34	61	0.18
1J0 HARRISBURG	0.30	1.51	79	0.91	1.99	171	0.49
2A0 BALTIMORE	0.47	1.05	59	0.68	0.65	119	0.34
2B0 WASHINGTON	0.48	1.74	48	0.55	0.87	142	0.41
2C0 RICHMOND	0.56	1.74	108	1.24	1.66	159	0.46
2D0 RALEIGH/DURHAM	0.45	1.55	64	0.73	1.08	240	0.69
2E0 CHARLOTTE	0.57	1.96	81	0.93	1.38	134	0.39
2F0 COLUMBIA	0.31	0.56	83	0.95	0.74	143	0.41
2G0 GREENVILLE	0.25	0.40	71	0.81	0.56	157	0.45
2H0 KNOXVILLE	0.28	0.97	62	0.70	1.07	99	0.29
2I0 NASHVILLE	0.16	0.22	77	0.88	0.52	187	0.54
2J0 ATLANTA	0.42	2.40	56	0.65	1.59	63	0.18
2K0 BIRMINGHAM	0.08	0.19	37	0.42	0.42	59	0.17
2L0 SAVANNAH	0.52	0.54	114	1.30	0.59	110	0.32
2M0 JACKSONVILLE	0.29	0.31	124	1.42	0.67	100	0.29
2N0 PENSACOLA	0.24	0.49	94	1.08	0.95	80	0.23
2O0 ORLANDO	0.30	1.70	107	1.23	3.05	80	0.23
2P0 TAMPA	0.31	0.75	69	0.79	0.82	116	0.33
2Q0 MIAMI	0.18	0.35	32	0.36	0.32	57	0.16
3A0 ST. LOUIS	0.92	1.75	444	5.08	4.21	132	0.38
3B0 SPRINGFIELD	0.39	0.56	317	3.62	2.23	128	0.37
3C0 PADUCAH	0.28	0.37	152	1.74	1.00	74	0.21
3D0 MEMPHIS	0.12	0.30	94	1.08	1.14	80	0.23
3E0 JACKSON	0.33	0.82	114	1.31	1.39	97	0.28
3F0 LITTLE ROCK	0.49	0.89	112	1.29	1.01	66	0.19
3G0 NEW ORLEANS	0.48	1.20	319	3.64	3.94	164	0.47

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	monarch menthol MSA VOL SHIP Shr	monarch menthol MSA VOL SHIP %Cont	gpc menthol MSA VOL SHIP Shr Dev Indx	gpc menthol MSA VOL SHIP Shr	gpc menthol MSA VOL SHIP %Cont	montclair menthol MSA VOL SHIP Shr Dev Indx	montclair menthol MSA VOL SHIP Shr
3H0 LAKE CHARLES	1.37	1.10	141	1.62	0.56	162	0.47
3I0 DES MOINES	0.13	0.27	147	1.68	1.49	112	0.32
3J0 OMAHA	0.54	0.68	103	1.18	0.65	70	0.20
3K0 KANSAS CITY	0.28	0.74	185	2.12	2.41	141	0.41
3L0 TULSA	0.51	1.28	189	2.16	2.35	115	0.33
3M0 OKLAHOMA CITY	0.31	0.76	102	1.17	1.23	59	0.17
3N0 DALLAS/FT. WORTH	0.67	2.04	53	0.61	0.80	86	0.25
3O0 MIDLAND	0.40	0.48	91	1.04	0.55	48	0.14
3P0 ALBUQUERQUE	0.15	0.10	248	2.84	0.86	97	0.28
3Q0 HOUSTON	0.95	2.19	38	0.44	0.44	75	0.22
3R0 WACO/TEMPLE	0.59	2.93	64	0.73	1.57	57	0.16
3S0 SAN ANTONIO	0.27	0.20	106	1.21	0.39	56	0.16
4A0 PITTSBURGH	0.55	1.59	117	1.34	1.69	169	0.49
4B0 CLEVELAND	1.27	2.85	58	0.66	0.64	89	0.26
4C0 COLUMBUS	0.39	0.69	83	0.95	0.73	110	0.32
4D0 CINCINNATI	0.42	2.21	88	1.00	2.30	40	0.12
4E0 SAGINAW	1.63	0.94	55	0.63	0.16	93	0.27
4F0 DETROIT	3.82	9.87	50	0.57	0.64	61	0.18
4G0 GRAND RAPIDS	1.56	3.70	47	0.54	0.55	64	0.18
4H0 TOLEDO	0.66	1.59	62	0.71	0.74	145	0.42
4I0 INDIANAPOLIS	0.54	1.03	217	2.48	2.05	115	0.33
4J0 LOUISVILLE	0.28	0.66	172	1.96	2.03	99	0.29
4K0 LEXINGTON	0.28	0.74	112	1.28	1.47	80	0.23
4L0 CHICAGO	0.12	0.67	69	0.79	1.89	98	0.28
4M0 PEORIA	0.29	1.28	150	1.71	3.25	67	0.19
4N0 GREEN BAY	0.42	0.53	73	0.84	0.46	95	0.27
4O0 MINNEAPOLIS	0.16	0.58	97	1.11	1.75	64	0.19
4P0 SIOUX FALLS	0.50	0.50	85	0.97	0.42	179	0.52
4Q0 MILWAUKEE	0.21	0.52	102	1.16	1.23	126	0.36
5A0 ALASKA	0.09	0.04	116	1.32	0.23	14	0.04
5B0 SPOKANE	0.23	0.46	86	0.98	0.84	67	0.19
5C0 SEATTLE	0.21	0.73	104	1.18	1.81	72	0.21
5D0 PORTLAND	0.23	0.51	74	0.84	0.81	78	0.22
5E0 DENVER	0.20	0.83	110	1.26	2.26	43	0.12
5F0 SALTLAKE	0.19	0.35	65	0.75	0.59	95	0.27

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3mm

	monarch menthol MSA VOL SHIP Shr	monarch menthol MSA VOL SHIP %Cont	gpc menthol MSA VOL SHIP Shr Dev Indx	gpc menthol MSA VOL SHIP Shr	gpc menthol MSA VOL SHIP %Cont	montclair menthol MSA VOL SHIP Shr Dev Indx	montclair menthol MSA VOL SHIP Shr
5G0 PHOENIX	0.13	0.41	235	2.68	3.70	105	0.30
5H0 SACRAMENTO	0.14	0.46	133	1.52	2.12	98	0.28
5I0 SAN FRANCISCO	0.11	0.29	128	1.46	1.62	92	0.26
5J0 FRESNO	0.08	0.11	112	1.28	0.75	122	0.35
5K0 HAWAII	0.25	0.19	156	1.78	0.59	448	1.29
5L0 LOS ANGELES	0.12	0.78	137	1.57	4.49	99	0.29
5M0 SAN DIEGO	0.23	0.52	233	2.66	2.64	98	0.28
TOT UNITED STATES	0.50	100.00	100	1.14	100.00	100	0.29

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RS 60 Month Shipments
Database as of JUL 199

3mm

	montclair menthol MSA VOL SHIP %Cont	TOT KOOL MSA VOL SHIP Shr Dev Indx	TOT KOOL MSA VOL SHIP Shr	TOT KOOL MSA VOL SHIP %Cont	TOT NEWPORT MSA VOL SHIP Shr Dev Indx	TOT NEWPORT MSA VOL SHIP Shr	TOT NEWPORT MSA VOL SHIP %Cont
1A0 BANGOR	0.59	46	1.68	0.26	33	1.70	0.19
1B0 BOSTON	2.73	63	2.29	1.41	163	8.38	3.67
1C0 HARTFORD	0.68	81	2.96	0.95	236	12.15	2.76
1D0 RHODE ISLAND	0.83	65	2.36	0.34	205	10.57	1.07
1E0 ALBANY	2.04	65	2.37	0.59	126	6.48	1.14
1F0 SYRACUSE	1.33	66	2.43	0.98	164	8.45	2.42
1G0 BUFFALO	1.78	67	2.46	0.98	158	8.15	2.30
1H0 NEW YORK	3.04	104	3.79	5.43	320	16.50	16.77
1I0 PHILADELPHIA	1.43	117	4.27	2.73	287	14.78	6.71
1J0 HARRISBURG	4.30	90	3.28	2.25	157	8.08	3.93
2A0 BALTIMORE	1.32	121	4.42	1.33	173	8.91	1.91
2B0 WASHINGTON	2.57	140	5.14	2.55	260	13.39	4.71
2C0 RICHMOND	2.44	92	3.38	1.42	148	7.62	2.27
2D0 RALEIGH/DURHAM	4.09	70	2.58	1.20	154	7.94	2.62
2E0 CHARLOTTE	2.28	71	2.61	1.21	100	5.18	1.71
2F0 COLUMBIA	1.28	99	3.61	0.88	185	9.53	1.65
2G0 GREENVILLE	1.23	73	2.65	0.57	84	4.31	0.66
2H0 KNOXVILLE	1.72	77	2.81	1.33	31	1.62	0.54
2I0 NASHVILLE	1.26	103	3.78	0.70	29	1.47	0.19
2J0 ATLANTA	1.78	110	4.01	3.08	114	5.88	3.21
2K0 BIRMINGHAM	0.68	130	4.76	1.50	55	2.82	0.63
2L0 SAVANNAH	0.57	119	4.36	0.62	104	5.37	0.54
2M0 JACKSONVILLE	0.54	107	3.90	0.57	93	4.80	0.50
2N0 PENSACOLA	0.81	129	4.73	1.31	81	4.19	0.83
2O0 ORLANDO	2.28	79	2.90	2.26	102	5.28	2.91
2P0 TAMPA	1.38	77	2.83	0.92	60	3.10	0.71
2Q0 MIAMI	0.56	90	3.28	0.89	105	5.40	1.04
3A0 ST. LOUIS	1.25	173	6.33	1.64	30	1.56	0.29
3B0 SPRINGFIELD	0.90	82	2.99	0.58	12	0.63	0.09
3C0 PADUCAH	0.49	81	2.95	0.53	25	1.28	0.16
3D0 MEMPHIS	0.97	182	6.66	2.21	74	3.82	0.90
3E0 JACKSON	1.19	150	5.50	1.84	80	4.12	0.97
3F0 LITTLE ROCK	0.59	110	4.01	0.99	34	1.75	0.31
3G0 NEW ORLEANS	2.02	235	8.58	2.90	30	1.56	0.37

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RS 60 Month Shipments
Database as of JUL 199

3mm

	montclair menthol MSA VOL SHIP %Cont	TOT KOOL MSA VOL SHIP Shr Dev Indx	TOT KOOL MSA VOL SHIP Shr	TOT KOOL MSA VOL SHIP %Cont	TOT NEWPORT MSA VOL SHIP Shr Dev Indx	TOT NEWPORT MSA VOL SHIP Shr	TOT NEWPORT MSA VOL SHIP %Cont
3H0 LAKE CHARLES	0.64	146	5.33	0.58	27	1.40	0.11
3I0 DES MOINES	1.14	77	2.81	0.78	11	0.58	0.11
3J0 OMAHA	0.44	76	2.78	0.48	14	0.73	0.09
3K0 KANSAS CITY	1.83	93	3.42	1.22	27	1.38	0.35
3L0 TULSA	1.44	53	1.92	0.65	10	0.53	0.13
3M0 OKLAHOMA CITY	0.72	61	2.23	0.74	18	0.92	0.22
3N0 DALLAS/FT. WORTH	1.29	94	3.43	1.42	24	1.25	0.37
3O0 MIDLAND	0.29	59	2.16	0.35	14	0.71	0.08
3P0 ALBUQUERQUE	0.34	57	2.09	0.20	15	0.75	0.05
3Q0 HOUSTON	0.86	116	4.25	1.33	26	1.32	0.30
3R0 WACO/TEMPLE	1.40	81	2.95	1.98	34	1.75	0.83
3S0 SAN ANTONIO	0.21	94	3.44	0.35	15	0.76	0.06
4A0 PITTSBURGH	2.45	120	4.40	1.74	126	6.50	1.82
4B0 CLEVELAND	0.99	116	4.24	1.28	137	7.06	1.52
4C0 COLUMBUS	0.97	104	3.81	0.92	60	3.08	0.53
4D0 CINCINNATI	1.06	105	3.82	2.75	38	1.97	1.00
4E0 SAGINAW	0.27	129	4.71	0.37	83	4.28	0.24
4F0 DETROIT	0.78	245	8.97	3.15	162	8.38	2.09
4G0 GRAND RAPIDS	0.75	142	5.20	1.68	93	4.77	1.09
4H0 TOLEDO	1.74	107	3.93	1.29	38	1.98	0.46
4I0 INDIANAPOLIS	1.08	116	4.23	1.09	36	1.84	0.34
4J0 LOUISVILLE	1.17	102	3.72	1.20	26	1.32	0.30
4K0 LEXINGTON	1.05	81	2.98	1.07	30	1.55	0.39
4L0 CHICAGO	2.67	199	7.28	5.45	204	10.52	5.58
4M0 PEORIA	1.45	113	4.14	2.46	79	4.10	1.73
4N0 GREEN BAY	0.60	69	2.53	0.43	96	4.93	0.60
4O0 MINNEAPOLIS	1.16	82	3.00	1.47	48	2.45	0.85
4P0 SIOUX FALLS	0.89	61	2.22	0.30	5	0.27	0.03
4Q0 MILWAUKEE	1.54	103	3.78	1.25	171	8.83	2.08
5A0 ALASKA	0.03	75	2.76	0.15	31	1.61	0.06
5B0 SPOKANE	0.66	42	1.53	0.41	6	0.33	0.06
5C0 SEATTLE	1.25	54	1.97	0.94	28	1.43	0.49
5D0 PORTLAND	0.85	54	1.99	0.59	19	1.00	0.21
5E0 DENVER	0.87	72	2.64	1.48	29	1.50	0.60
5F0 SALTLAKE	0.86	63	2.29	0.56	22	1.14	0.20

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RS 60 Month Shipments
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	montclair menthol MSA VOL SHIP %Cont	TOT KOOL MSA VOL SHIP Shr Dev Indx	TOT KOOL MSA VOL SHIP Shr	TOT KOOL MSA VOL SHIP %Cont	TOT NEWPORT MSA VOL SHIP Shr Dev Indx	TOT NEWPORT MSA VOL SHIP Shr	TOT NEWPORT MSA VOL SHIP %Cont
5G0 PHOENIX	1.65	54	1.96	0.84	23	1.16	0.36
5H0 SACRAMENTO	1.57	64	2.33	1.02	31	1.59	0.49
5I0 SAN FRANCISCO	1.16	97	3.54	1.22	75	3.88	0.95
5J0 FRESNO	0.82	57	2.09	0.38	31	1.61	0.21
5K0 HAWAII	1.69	510	18.65	1.92	30	1.53	0.11
5L0 LOS ANGELES	3.25	83	3.05	2.73	53	2.73	1.74
5M0 SAN DIEGO	1.11	69	2.53	0.79	44	2.27	0.50
TOT UNITED STATES	100.00	100	3.66	100.00	100	5.16	100.00

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RS 60 Month Shipments
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3mm

	TOT SALEM MSA VOL SHIP Shr Dev Indx	TOT SALEM MSA VOL SHIP Shr	TOT SALEM MSA VOL SHIP %Cont	TOT MEN MSA VOL SHIP Shr Dev Indx	TOT MEN MSA VOL SHIP Shr	TOT MEN MSA VOL SHIP %Cont
1A0 BANGOR	55	2.09	0.32	66	16.57	0.38
1B0 BOSTON	59	2.23	1.33	86	21.67	1.95
1C0 HARTFORD	84	3.17	0.99	109	27.40	1.28
1D0 RHODE ISLAND	58	2.17	0.30	97	24.35	0.51
1E0 ALBANY	66	2.49	0.60	87	21.77	0.79
1F0 SYRACUSE	93	3.51	1.37	97	24.37	1.43
1G0 BUFFALO	94	3.55	1.37	110	27.68	1.61
1H0 NEW YORK	105	3.96	5.50	124	31.05	6.48
1I0 PHILADELPHIA	147	5.54	3.43	136	34.15	3.18
1J0 HARRISBURG	139	5.24	3.48	120	30.25	3.02
2A0 BALTIMORE	166	6.28	1.84	133	33.42	1.47
2B0 WASHINGTON	149	5.63	2.70	142	35.76	2.58
2C0 RICHMOND	138	5.22	2.12	119	29.83	1.82
2D0 RALEIGH/DURHAM	146	5.51	2.48	121	30.44	2.06
2E0 CHARLOTTE	133	5.02	2.26	102	25.64	1.74
2F0 COLUMBIA	165	6.23	1.47	134	33.74	1.20
2G0 GREENVILLE	127	4.78	1.00	95	23.74	0.74
2H0 KNOXVILLE	102	3.86	1.77	78	19.50	1.34
2I0 NASHVILLE	87	3.30	0.59	79	19.75	0.53
2J0 ATLANTA	141	5.33	3.97	114	28.54	3.20
2K0 BIRMINGHAM	112	4.24	1.29	103	25.75	1.18
2L0 SAVANNAH	118	4.47	0.61	124	31.15	0.64
2M0 JACKSONVILLE	120	4.54	0.65	115	28.83	0.62
2N0 PENSACOLA	113	4.26	1.14	112	28.17	1.14
2O0 ORLANDO	76	2.89	2.17	96	24.03	2.72
2P0 TAMPA	94	3.56	1.12	98	24.57	1.16
2Q0 MIAMI	96	3.63	0.96	98	24.49	0.97
3A0 ST. LOUIS	148	5.59	1.40	131	32.82	1.24
3B0 SPRINGFIELD	85	3.22	0.60	83	20.94	0.59
3C0 PADUCAH	85	3.23	0.56	79	19.91	0.52
3D0 MEMPHIS	124	4.68	1.51	123	30.88	1.50
3E0 JACKSON	121	4.57	1.48	121	30.37	1.48
3F0 LITTLE ROCK	93	3.51	0.84	93	23.31	0.84
3G0 NEW ORLEANS	129	4.86	1.59	136	34.13	1.68

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RS 60 Month Shipments
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	TOT SALEM MSA VOL SHIP Shr Dev Indx	TOT SALEM MSA VOL SHIP Shr	TOT SALEM MSA VOL SHIP %Cont	TOT MEN MSA VOL SHIP Shr Dev Indx	TOT MEN MSA VOL SHIP Shr	TOT MEN MSA VOL SHIP %Cont
3H0 LAKE CHARLES	94	3.56	0.37	117	29.35	0.46
3I0 DES MOINES	84	3.18	0.86	75	18.76	0.76
3J0 OMAHA	83	3.12	0.52	76	19.03	0.48
3K0 KANSAS CITY	79	3.00	1.03	88	22.05	1.14
3L0 TULSA	47	1.77	0.58	63	15.84	0.78
3M0 OKLAHOMA CITY	68	2.56	0.82	73	18.31	0.88
3N0 DALLAS/FT. WORTH	81	3.05	1.22	82	20.55	1.24
3O0 MIDLAND	75	2.83	0.45	62	15.68	0.38
3P0 ALBUQUERQUE	77	2.91	0.27	70	17.64	0.24
3Q0 HOUSTON	90	3.38	1.03	95	23.85	1.09
3R0 WACO/TEMPLE	85	3.19	2.08	81	20.27	1.98
3S0 SAN ANTONIO	93	3.51	0.35	83	20.92	0.31
4A0 PITTSBURGH	132	4.99	1.91	124	31.06	1.79
4B0 CLEVELAND	151	5.69	1.67	124	31.25	1.38
4C0 COLUMBUS	121	4.58	1.07	95	23.87	0.84
4D0 CINCINNATI	112	4.24	2.95	93	23.45	2.45
4E0 SAGINAW	82	3.08	0.23	110	27.51	0.31
4F0 DETROIT	110	4.17	1.42	163	41.05	2.10
4G0 GRAND RAPIDS	81	3.05	0.95	115	28.77	1.35
4H0 TOLEDO	138	5.21	1.65	106	26.63	1.27
4I0 INDIANAPOLIS	102	3.86	0.97	90	22.68	0.85
4J0 LOUISVILLE	86	3.27	1.02	86	21.56	1.01
4K0 LEXINGTON	81	3.06	1.06	74	18.60	0.97
4L0 CHICAGO	122	4.62	3.35	147	36.87	4.02
4M0 PEORIA	126	4.75	2.73	105	26.29	2.27
4N0 GREEN BAY	107	4.06	0.67	106	26.62	0.66
4O0 MINNEAPOLIS	75	2.82	1.34	77	19.31	1.38
4P0 SIOUX FALLS	63	2.38	0.31	65	16.22	0.32
4Q0 MILWAUKEE	128	4.83	1.55	133	33.29	1.61
5A0 ALASKA	88	3.34	0.17	60	15.12	0.12
5B0 SPOKANE	52	1.95	0.51	51	12.69	0.50
5C0 SEATTLE	63	2.38	1.11	60	14.96	1.04
5D0 PORTLAND	58	2.18	0.63	56	13.99	0.61
5E0 DENVER	74	2.80	1.52	67	16.85	1.37
5F0 SALTLAKE	60	2.26	0.54	64	16.12	0.58

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RS 60 Month Shipments
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3mm

	TOT SALEM MSA VOL SHIP Shr Dev Indx	TOT SALEM MSA VOL SHIP Shr	TOT SALEM MSA VOL SHIP %Cont	TOT MEN MSA VOL SHIP Shr Dev Indx	TOT MEN MSA VOL SHIP Shr	TOT MEN MSA VOL SHIP %Cont
5G0 PHOENIX	54	2.03	0.85	66	16.66	1.04
5H0 SACRAMENTO	62	2.36	0.99	67	16.75	1.06
5I0 SAN FRANCISCO	76	2.89	0.97	86	21.56	1.09
5J0 FRESNO	61	2.30	0.41	63	15.82	0.42
5K0 HAWAII	55	2.07	0.21	235	59.03	0.89
5L0 LOS ANGELES	66	2.48	2.16	75	18.88	2.47
5M0 SAN DIEGO	57	2.17	0.65	74	18.50	0.84
TOT UNITED STATES	100	3.78	100.00	100	25.11	100.00

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RS 60 Month Shipments
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3mm

	DISCOUNT MENTHOL MSA VOL SHIP Shr Dev Indx	DISCOUNT MENTHOL MSA VOL SHIP Shr	DISCOUNT MENTHOL MSA VOL SHIP %Cont
1A0 BANGOR	114	8.34	0.65
1B0 BOSTON	72	5.29	1.63
1C0 HARTFORD	64	4.68	0.75
1D0 RHODE ISLAND	70	5.17	0.37
1E0 ALBANY	101	7.43	0.92
1F0 SYRACUSE	86	6.31	1.27
1G0 BUFFALO	127	9.29	1.85
1H0 NEW YORK	34	2.49	1.78
1I0 PHILADELPHIA	65	4.79	1.53
1J0 HARRISBURG	122	8.95	3.06
2A0 BALTIMORE	103	7.57	1.14
2B0 WASHINGTON	81	5.92	1.46
2C0 RICHMOND	117	8.61	1.80
2D0 RALEIGH/DURHAM	145	10.61	2.46
2E0 CHARLOTTE	121	8.87	2.06
2F0 COLUMBIA	128	9.41	1.15
2G0 GREENVILLE	102	7.48	0.80
2H0 KNOXVILLE	89	6.53	1.54
2I0 NASHVILLE	107	7.82	0.72
2J0 ATLANTA	99	7.29	2.80
2K0 BIRMINGHAM	104	7.66	1.20
2L0 SAVANNAH	169	12.43	0.88
2M0 JACKSONVILLE	132	9.69	0.71
2N0 PENSACOLA	133	9.80	1.35
2O0 ORLANDO	104	7.65	2.97
2P0 TAMPA	107	7.88	1.28
2Q0 MIAMI	64	4.67	0.63
3A0 ST. LOUIS	167	12.26	1.58
3B0 SPRINGFIELD	138	10.11	0.97
3C0 PADUCAH	125	9.16	0.82
3D0 MEMPHIS	144	10.56	1.75
3E0 JACKSON	136	10.02	1.67
3F0 LITTLE ROCK	128	9.37	1.15
3G0 NEW ORLEANS	159	11.70	1.97

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RS 60 Month Shipments
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3mm

	DISCOUNT MENTHOL MSA VOL SHIP Shr Dev Indx	DISCOUNT MENTHOL MSA VOL SHIP Shr	DISCOUNT MENTHOL MSA VOL SHIP %Cont
3H0 LAKE CHARLES	179	13.17	0.71
3I0 DES MOINES	111	8.17	1.13
3J0 OMAHA	120	8.82	0.76
3K0 KANSAS CITY	123	9.05	1.60
3L0 TULSA	114	8.40	1.42
3M0 OKLAHOMA CITY	109	8.01	1.32
3N0 DALLAS/FT. WORTH	96	7.03	1.45
3O0 MIDLAND	82	6.03	0.49
3P0 ALBUQUERQUE	107	7.84	0.37
3Q0 HOUSTON	99	7.29	1.14
3R0 WACO/TEMPLE	87	6.39	2.14
3S0 SAN ANTONIO	121	8.91	0.45
4A0 PITTSBURGH	133	9.78	1.93
4B0 CLEVELAND	124	9.12	1.38
4C0 COLUMBUS	110	8.04	0.97
4D0 CINCINNATI	118	8.68	3.11
4E0 SAGINAW	141	10.35	0.40
4F0 DETROIT	159	11.69	2.04
4G0 GRAND RAPIDS	119	8.71	1.40
4H0 TOLEDO	119	8.76	1.43
4I0 INDIANAPOLIS	113	8.28	1.07
4J0 LOUISVILLE	129	9.44	1.52
4K0 LEXINGTON	109	8.03	1.44
4L0 CHICAGO	86	6.30	2.35
4M0 PEORIA	100	7.33	2.17
4N0 GREEN BAY	130	9.56	0.82
4O0 MINNEAPOLIS	92	6.74	1.65
4P0 SIOUX FALLS	115	8.46	0.57
4Q0 MILWAUKEE	115	8.43	1.39
5A0 ALASKA	47	3.44	0.09
5B0 SPOKANE	82	6.04	0.81
5C0 SEATTLE	73	5.33	1.27
5D0 PORTLAND	67	4.94	0.73
5E0 DENVER	73	5.34	1.49
5F0 SALTLAKE	78	5.74	0.71

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RS 60 Month Shipments
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3mm

	DISCOUNT MENTHOL MSA VOL SHIP Shr Dev Indx	DISCOUNT MENTHOL MSA VOL SHIP Shr	DISCOUNT MENTHOL MSA VOL SHIP %Cont
5G0 PHOENIX	94	6.93	1.49
5H0 SACRAMENTO	77	5.69	1.23
5I0 SAN FRANCISCO	69	5.04	0.87
5J0 FRESNO	76	5.56	0.51
5K0 HAWAII	185	13.59	0.70
5L0 LOS ANGELES	59	4.30	1.92
5M0 SAN DIEGO	79	5.83	0.90
TOT UNITED STATES	100	7.34	100.00

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